

# Fence Industry



*TRADE NEWS*

November, 1960

The Journal for All Fence Erectors and Suppliers

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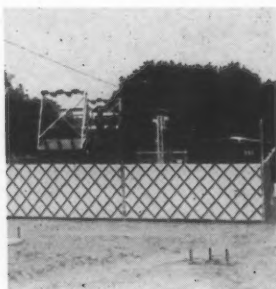


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The Journal of all Fencing and Erecting

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## Is There or Isn't There?

### EDITORIAL

Sometimes, it seems as if the business community, like the political arena, thrives on vague and obscure language. So often, it seems as if the simple failure to define words is at the heart of the controversy. The present state of business is an example in point.

There is a fairly widespread belief, right now, that our economy is in the midst of a recession. This inspired the Office of the Secretary of Commerce in Washington to issue the following bulletin late in September: "Contrary to certain recent news accounts, the Commerce Department has not made a report to the President or to anyone that the economy is in recession."

Official Washington opinion, traditionally non-committal, is at odds with (1) numerous businessmen, and (2) some very widely read business analysts, who have stated outright that there is (present tense) a recession going on right now.

The real difficulty, we believe, lies in the fact that neither official Washington nor the business community itself makes any serious effort to define a "recession." True, many business analysts quite accurately cite the factors which are involved in a business decline. But just about everyone seems satisfied to let the matter rest there, with no attempt to draw conclusions on which a definition could be based.

Surely the ebb and flow of the U.S. economic system can be charted and defined. It has been so charted by numerous economic analysts. It is a good bet that if all these analyses could be published together, there would be wide areas of agreement. Such agreement, surely, might well result in a definition of a "recession" that would be acceptable.

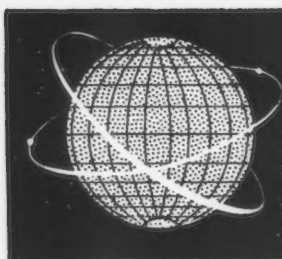
Not a definition tied up in a neat parcel without room for some leeway, but a definition at least in terms specific enough to reduce argument and disputation to a minimum.

Generally speaking, business is no longer considered "good" if it merely equals the dollar volume of a year ago. What, then, is an acceptable yardstick for the differentiation of "good" business and less-than-good business?

Several obvious statistics come to mind: the rate of population growth, rate of expansion of the industrial and commercial plant, the rate of dollar volume increase in sales, the rate of growth of GNP (Gross National Product—total of all goods and services), the rate of growth in the Cost of Living Index. The correlation between these and other important statistics that are relevant could give definition to what rate of growth is required to be economically "healthy" or economically "in recession."

It should be remembered, of course, that averaged-out national statistics do not necessarily portray the true conditions for any given individual industry. Take fencing. The fact that there is a baby boom does not indicate that there will be an increase in the number of potential fence customers. Nor does the fact that the dollar volume drop of a fence firm in a given city mean that fencing in that city has decreased. It may simply mean that the entrance of new fence installers has divided up the total fence dollar volume among more different companies. Sharp competition and lack of adequate capital in new firms entering the field may cause upsetting local conditions.

But this does not alter the fact that every U.S. business man, large or small, ought to be able to determine, with considerable accuracy and wide agreement among his fellow-businessmen, when he is in a "slump" or "recession." And official Washington ought to help him verify the fact.



## BUSINESS TRENDS

# Bulletin

General outlook for fencing is bright—in spite of the less optimistic indications. Large areas of the fence industry report good business, in some cases very good. Among these are many wood fence manufacturers, who have consistently told of dollar volume increases. Some geographical areas are very active: California and Florida in particular are showing a healthy growth in fencing. The fencing customer himself is becoming more aware of what fencing can do for him in the way of protection, privacy, and decorative and landscaping appearance.

Things to watch for in 1961: A wider choice in the style and kinds of wood fencing, due mostly to the tremendous growth of this branch of the industry. A strengthening of the industry's attitude toward the creation and maintenance of standard specifications for chain link fencing. An increased use of chain link fence fillers—the rolls and slats which brighten up old fences and make for privacy. More use of plastic fencing, including plastic covered chain link and plastic fencing in a new form and style. A continued increase in the use of aluminum chain link—the federal-aid highway program is giving this a big boost.

Some indicators point to a recession year for the fence industry. Several Buffalo (N. Y.) dealers, for example, say that this will be the first year in a decade that they will not show a percentage of increase in dollar volume over the previous year. For them, 1960 will probably end as an unsatisfactory year. Fence Industry Trade News predicted this—see Business Trends, February 1960, final paragraph.

Spot checks with other fencing men around the country added up to a rather broad agreement: This year's business does not show much decline, if any, compared to a year ago. But nevertheless, 1960 has been a year of marking time, without appreciable difference, either way, over the dollar volume of 1959. For those fence companies showing little or no dollar volume growth, this is an indicator of a recession.

Business analysts are not pulling punches—they are calling it a recession, in the present tense. One analyst even predicts that the "downturn will end in July '61." The analysts are not alone. The chairman of the board of Sears, Roebuck & Co., Charles H. Kellstadt, calls the present business period the most severe "rolling adjustment" since 1946.

Total manufacturers' sales in August, on a seasonally adjusted basis, were off one percent from July. New orders placed with manufacturers in August were up two percent from the July seasonally adjusted rate. Inventory book values of manufacturers showed little change during August. Retailers' sales in August rose one percent from the July rate, but at the wholesale level, sales were off one percent, August compared to July.

Lumber prices are reported to be at the lowest point in several years. The decline in housing starts (this year is as much as 15 to 20 percent behind last year) is cited as the big reason. In both the housing and lumber industries, there is considerable feeling that too many unsold newly-built homes are still on the market.

The federal-aid highway program received a shot in the arm last month when \$718 million previously allocated to the states, and available for obligation after Jan. 1, 1961, was made immediately available for work on the highway program. With the release of this allotment for use during the second and ensuing quarter of fiscal 1961, a total of \$2.3 billion has been made available to the states for federal-aid highway construction since July 1, 1960, the beginning of fiscal 1961.

Road builders say competition has been unusually keen this year. The Bureau of Public Roads says that bid prices on interstate highway projects averaged 12 percent below engineers' estimates during the first half of 1960. There are scattered reports of bidding jobs "at cost" to keep crews working and pay for equipment. Fence installations are often part of these jobs.

Contractor failures (all types, including road builders), for the first eight months of 1960, are 24 percent above the like period of 1959—the highest level since 1934.

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**HABITANT FENCE, INC., Bay City 6, Michigan**

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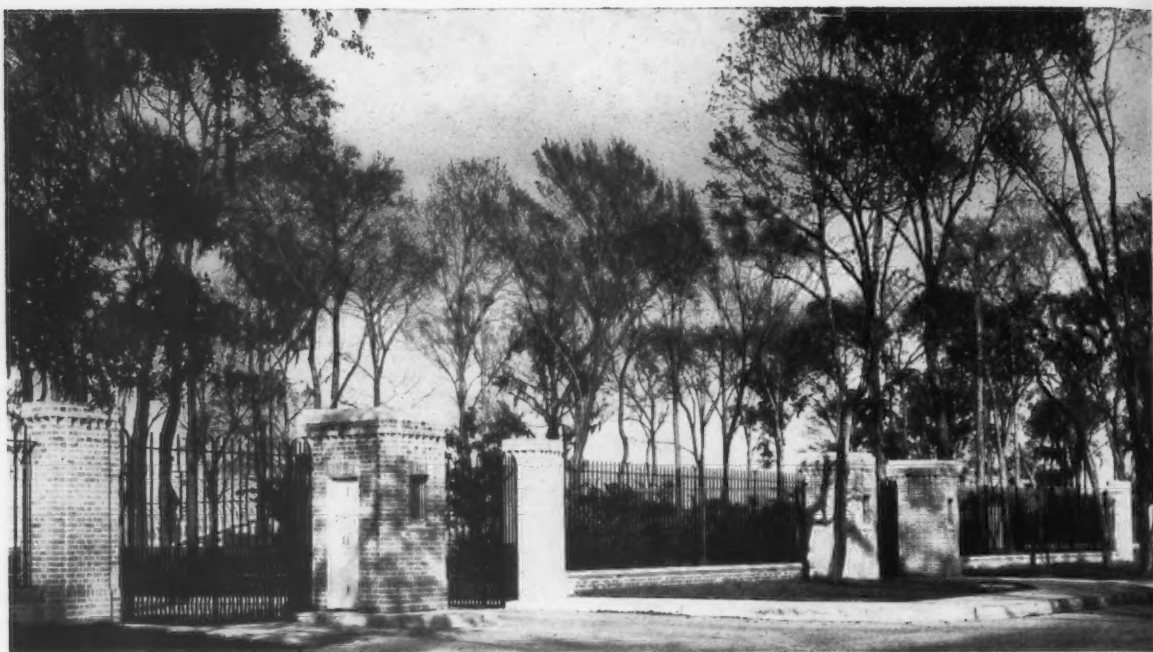
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Above, part of the wrought iron fence which encloses the Stadium—City Park, New Orleans, La. Note the simply designed gates at entrance.

## Genuine Wrought Iron—It's Unique

There are marked differences in wrought iron: some is made according to ASTM specifications, some with mild steel without iron silicate.

By A. S. Chalfant

(Vice President-Sales, A. M. Byers Company, Pittsburgh, Pa.)

It is said that when southern gentlemen left the plantation to market their cotton and cane in the deep south, they often visited New Orleans. There they saw and admired the wrought iron fences, gates, balconies, and railings for which that city is still famous. It was not difficult for these discerning gentlemen to envision their plantation homes adorned with the beauty of wrought iron—that is how it began its spread northward.

But "wrought iron," the same metal which once graced the plantations of the Old South, is not too common today. There is a marked difference between the so-called wrought iron (mild steel) fence and a wrought iron fence of old New Orleans. There is a difference both in composition and in comparative durability.

The production of wrought iron is a unique operation. The first three steps consist of (1) the melting and refining of a base metal;

(2) the production of a molten iron silicate slag—wrought iron is the only metal containing iron silicate; (3) the refined iron is mechanically incorporated with the iron silicate—pouring melted iron at 2900° F. into 2500° F. molten slag.

As you realize, the molten iron silicate mixture is a few hundred degrees cooler than the molten iron at the time the two are mixed. This temperature difference causes the iron to solidify rapidly as it is poured into the liquid slag. This causes the refined metal to "shatter" into small fragments and to settle to the bottom of the ladle—forming a three to four ton "sponge ball" of iron impregnated with iron silicate. The giant sponge ball is squeezed and worked or "wrought" into a bloom, and rolled into various forms and shapes.

It is the iron silicate content that gives wrought iron its natural corrosion resistance and durability, as well as excellent anchorage for

paint and other coatings. It is the silicate content which has preserved the beauty of the wrought iron still found in New Orleans, having withstood the corrosive salt-laden atmosphere for almost 200 years.

In making mild steel, on the other hand, there is no iron silicate content whatsoever. The metal is simply poured from a bessemer into molds. When this new product—steel—hit the market during the latter part of the 1800's, many manufacturers changed from wrought iron to the initially low-priced steel. The manufacturer, when challenged about the genuineness of the wrought iron, will rationalize: any metal which is bent or formed is "wrought," and steel has an iron base—therefore it can be called "wrought iron." Because of the beauty and tradition associated with the name Wrought Iron, the steel ornamental work manufac-

MORE—Page 6

## LETTERS



### Is Going 100 Percent Fencing

Sirs:

Until recently, we operated under the name of Modern Home Improvement Co. But our iron railing manufacturing and fencing business outpaced our other operation—therefore the change to our present name. Today I attribute about 25 percent of my business to ornamental iron railings; about 65 percent to rustic wood and chain link fencing; the other 10 percent is in the home improvement field. Next spring I plan to become a 100 percent fencing establishment, in rustic wood and metal fencing.

I enjoy your magazine and look forward to each new issue. It has been very helpful in my ever-growing fence field. Keep up the good work.

L. Guglichmello  
Route 59  
Rockland Fence  
West Nyack, N. Y.

### Report from King Manufacturing

Sirs:

Early this year I completed a fence survey of Ohio, and met most of the gentlemen who appeared in your round-ups of Cleveland and Cincinnati. My purpose in visiting these people was to interest them in our new plant, King Rustic Fence of Michigan, Inc., Alpena, Mich. This plant is to supply the midwest with rustic cedar fencing, and will service Pittsburgh west to Kansas City, and as far south as Texas. Our next plant will be in California. The Baltimore plant will remain operating. We employ 50 men, and service the East Coast—over 300 fence companies and stores, with contracts and commitments for purchasing for the full year.

Bernard Youngworth  
King Mfg. & Construction Co., Inc.  
4128 Washington Blvd. Baltimore, Md.

### Compliments for August Issue

Sirs:

We were pleasantly surprised when reading in the August issue of FENCE INDUSTRY the article pertaining to the new corporate ownership of the Lane Light Fence Co., Inc. Mr. Brownlee and the writer wish to thank you for this recognition, as it will go a long way in clarifying the local situation. We are impressed with the article by Ted Pollock, "Beat the Competition—with Service." This has always been the writer's philosophy and it is encouraging to see it in print. The gate and fence layouts on pages 12 and 13 are also informative. A. W. Schultz, Lane Light Fence Co., Inc.  
7521 University  
Des Moines 11, Ia.

### Snow Fence Wanted

Sirs:

We are seeking a source of supply for snow fence nearest to Louisville.  
H. C. Layne  
301 E. Ottawa  
Louisville Fence Co.  
Louisville 9, Ky.

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turers promoted and sold the new metal as wrought iron.

But there is a difference—an accepted test which is still valid today. Wrought iron must meet specification ASTM A-189. This is the American Standard for Testing Materials specification for wrought iron.

I am happy to say that our company produces wrought iron meeting this strict specification. We roll it into bars, shapes, flats, etc., for fabrication by wrought iron fence and railing manufacturers.

The wrought iron fences of the past are still in demand. For example, restoring historical landmarks has increased of late, and in every instance wrought iron—and not an imitation metal—is specified. One such instance is the 800-foot long wrought iron picket fence around the Old Courthouse in St. Louis, installed just a few years ago. The officials responsible for this restoration insisted on an exact reproduction in authentic wrought iron.

The authentic wrought iron fence, we may be sure, gives its owner a sense of lasting beauty and value. The important thing is that members of the fence industry recognize and are aware of the differences between the genuine product, made according to ASTM specifications, and that made with mild steel.

#### THE PICTURES

Top, this attractive house and grounds is made even more attractive with a wrought iron fence and gate. Even the building piping is wrought iron. Although today the house is an orthopedic hospital, it has a colorful history. It is said to be the first home of Gen. Longstreet, of Civil War fame, and at one time was the property of John Singleton, owner of the Yellow Aster gold mine, the largest gold strike ever made in California.

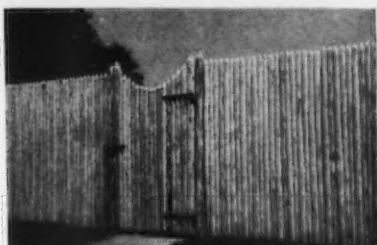
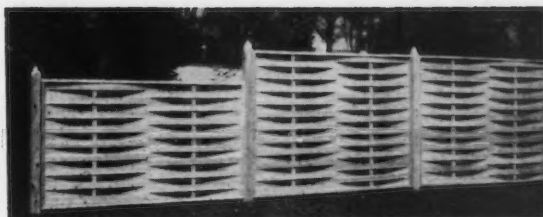
Middle, the entranceway to this private residence is set off with beautiful wrought iron gates. More than three tons of wrought iron bars were fabricated for the gates and panels—giving a suggestion of how much durability is built in.

Bottom, a giant "sponge ball" of iron, impregnated with iron silicate, weighing between 6,000 and 8,000 pounds, is dumped on a platform. Sponge ball is "squeezed" by a 900-ton press which ejects the surplus slag, and welds the cellular mass of slag-coated particles of iron into a solid bloom. The bloom is rolled into various shapes and forms—bars, flats, etc., for fabrication. It is the iron silicate which gives wrought iron its "natural" corrosion-resistance and durability.



# FARLEY FENCES

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2x9x48"	102	56.00	57.60	72.00
2x9x60"	128	67.50	72.00	90.00
2x9x72"	154	81.00	86.40	108.00
2x9x84"	179	94.50	100.80	126.00
2x9x96"	205	108.00	115.20	144.00
2x9x108"	230	121.50	129.60	162.00
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# Legal Aspects of Fencing

## Problems which confront the erector of fences, from the viewpoint of law

By Howard Newcomb Morse

(Author and attorney, contributor to American Peoples Encyclopedia, Chicago Bar Record, Southwestern Law Journal, Loyola Law Review, and others.)



Howard Newcomb Morse

### Workman's Compensation: Two Rulings Which Involve Fence Installations

E. L. Cavanah was engaged in the business of bridge and road building in the State of Kansas, and had elected to come under the Workmen's Compensation Act. He owned a farm in Sumner County, on which was a fence he desired to have removed. To do that, he purchased a stump puller and arranged with H. F. Peters, his tenant on the farm, to furnish a team and hitch to operate the puller, and to furnish his son, George F. Peters, to help operate that machinery. The power to operate the puller was furnished by the team being hitched to a sweep 15 feet long which operated the puller by winding around a drum a cable attached to the fence post being pulled.

The puller was old and out of repair. The team was hitched to a doubletree attached to the end of the sweep by a small chain on the end of which was a weak hook. In operating the puller, the sweep would sometimes get caught on the cables, one of which was attached to the fence post being pulled, and the other of which anchored the puller. When the sweep caught on the cables, it was necessary to loosen it. Cavanah had instructed George F. Peters, when he desired to loosen the sweep from either of the cables, to go behind the sweep and loosen it with a crowbar. The sweep caught, and George F. Peters went behind the sweep to get the crowbar for the purpose of loosening the sweep from the cable on which it was caught. The hook on the chain attaching the doubletree to the sweep straightened, released the team, and allowed the sweep to swing backward with great force, because of the tension on it in pulling up a fence post, and to strike George F. Peters and injure him, from which injury he died the next day. The chain and the hook were too small for the use made of them. The machinery for stopping the sweep, if it became loose, was defective and did not work.

H. F. Peters and his wife brought an action in the District Court of Sumner County, Kansas, against Cavanah to recover damages for the wrongful death of their son, George F. Peters. The court rendered judgment for Mr. and Mrs. Peters, and Cavanah appealed.

Cavanah contended that H. F. Peters and his wife had an adequate remedy under the provisions of the Workmen's Compensation Act and should have pursued their remedy under that act. This contention was rejected by the Supreme Court of Kansas, which affirmed the decision of the court below. The Supreme

Court held that in pulling the fence posts neither George F. Peters nor Cavanah was working under the Workmen's Compensation Act. The Supreme Court declared: "The defendant (Cavanah) was operating under the Workmen's Compensation Act in building roads and bridges. The work being done on the farm was not building roads or bridges. It was farm work. That kind of work is exempt from the operation of the Workmen's Compensation Act."

The plant of the Nelson Electric Company in Tulsa, Oklahoma, is surrounded by a fence eight feet high. Leroy Shatwell, being required while employed by the company to report for work at 7 a.m., found the gate through which employees were supposed to enter the plant closed when he arrived at the plant at 6:45 a.m., and climbed the fence in order to get into the plant. While climbing the fence he fell, fracturing his collar bone.

Shatwell filed a claim with the State Industrial Commission against the company. The Commission made an award to him. The company and its insurance carrier instituted an action in the Supreme Court of Oklahoma against Shatwell to set aside the award made by the Commission.

Shatwell testified that he and the other employees in his department, 12 in number, frequently climbed the fence when they arrived at the plant and found the gate closed. In order to change clothes and prepare for work, which began at 7 o'clock, it was necessary for him to enter the plant about 15 minutes before 7 o'clock. Frequently when he arrived at that time the gate would not be open and he would climb the fence. He testified that the other employees in his department habitually climbed the fence in order to get to work on time, and that on this particular morning, when he reached the plant, seven or eight of the 12 employees in his department were already there, having climbed the fence prior to his arrival. This last statement was not disputed or contradicted by any witness.

Three employees testified for the company that the gate was usually open in time for them to change clothes and get to work, but when they arrived early and the gate was not open they climbed the fence to get into the plant. The foreman whose duty it was to open the gate testified that he opened the gate anywhere from 18 to 12 minutes before 7 o'clock, and that he had never told the men not to climb the fence.

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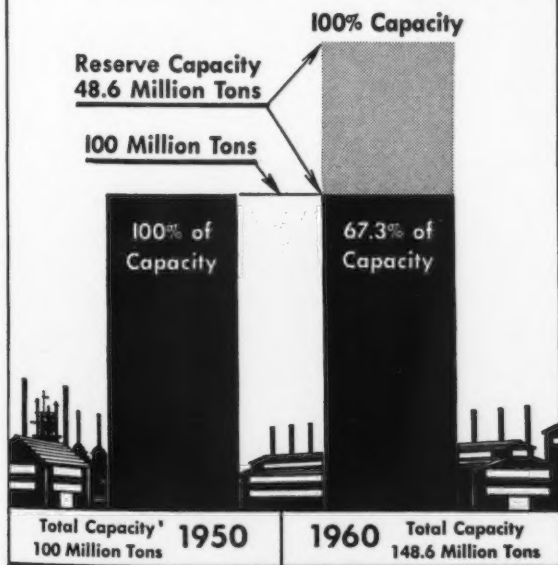
The company contended that the evidence did not show that Shatwell was injured in the course of his employment or that the injury arose out of the employment. The company urged that Shatwell had a safe and usual method of entrance, and that when he undertook to enter the plant by another method, which was unsafe and hazardous, he was in effect a trespasser and not where he rightfully belonged on the premises as the result of his employment.

The Supreme Court of Oklahoma sustained the action of the Commission in making the award. The Supreme Court ruled that from all the testimony it appeared that the employees in the department in which Shatwell was employed frequently climbed the fence, and that this practice was known to the foreman, and was not forbidden, but was permitted by him.

The Supreme Court stated: "The evidence shows that the claimant (Shatwell) was injured while entering the plant in a customary manner known to and acquiesced in by the employer, and while upon the premises of the employer. Therefore . . . the injury he received arose out of and in the course of his employment, and the finding of the Commission that the injury was compensable is amply sustained by the evidence."

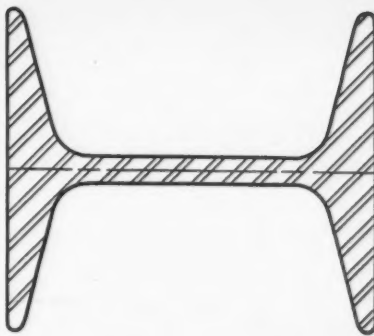
### Recent Steel Expansion Permits Output At Near-Record Level, Yet Leaves Big Reserve for Further Demand

Annual Capacities—Net Tons—Ingots and Steel for Castings

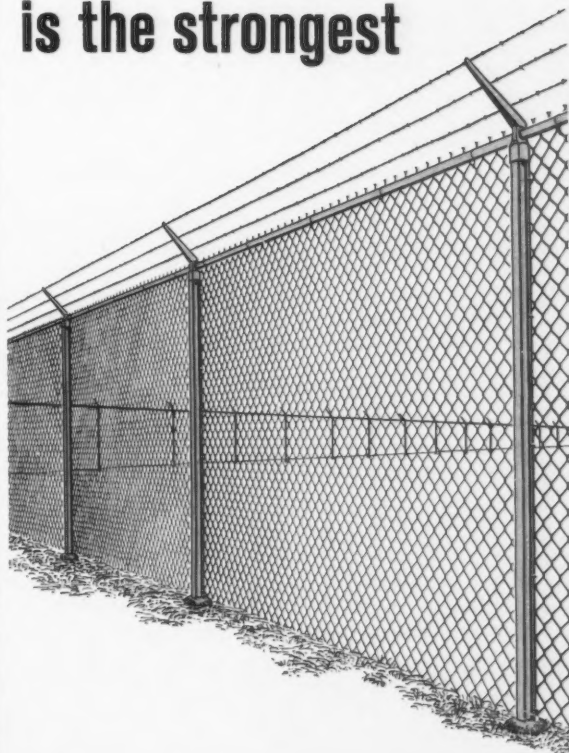


Source: American Iron and Steel Institute

Steelmaking furnaces in the United States poured 80,382,019 tons of ingots and steel for castings during the first nine months of 1960—the fifth highest for any similar period on record. Even if steel is poured at only 50 percent of capacity for the final quarter of this year, the total year's output will approach the 100 million ton mark.



## H-post construction is the strongest



Build quality into your fence construction with CYCLONE H-POSTS, the only post specifically designed for Chain Link Fence. • CYCLONE H-POSTS are available for immediate shipment in three standard sizes . . . 4.1#, 2.7# and 2.2#. Order galvanized cut to standard post length to avoid waste and eliminate your cutting time. • Cyclone also manufactures a complete line of QUALITY FENCE FITTINGS. • Call your local Cyclone representative today for prices and complete information or write to Cyclone Fence, 614 Superior Ave., N.W., Cleveland 13, Ohio. USS and Cyclone are registered trademarks



**American Steel & Wire  
Division of  
United States Steel**

Cyclone sales offices coast to coast

# Nebraska Bridge's Diversity Includes Wood-Wire Fencing

Manager of the fence department, C. Edward Sibbersen, tells of the firm's 35 years in snow fencing, of its four fence manufacturing plants, and of the problems it faces.

C. Edward Sibbersen, manager of the fence department (left), and Art Larson, the yard and plant foreman. Among the problems which Sibbersen mentions are those concerning the relatively high freight rates for fencing, and the growing scarcity of good grades of lath.

"Housing starts are down this year; so is our fence business—there's a relation between the two," says C. Edward Sibbersen, manager of the fence division, Nebraska Bridge Supply & Lumber Co., Leavenworth at 40th, Omaha, Neb. "On our woven white picket, for example, the slowdown in business is noticeable by the hesitation of dealers to maintain an inventory." But business for the company has been reasonably active just the same. "We've shipped our products as far as Saudi Arabia (36-inch sand fence) and Alaska, and into 48 of the 50 states, but most of our business is done in the midwest."

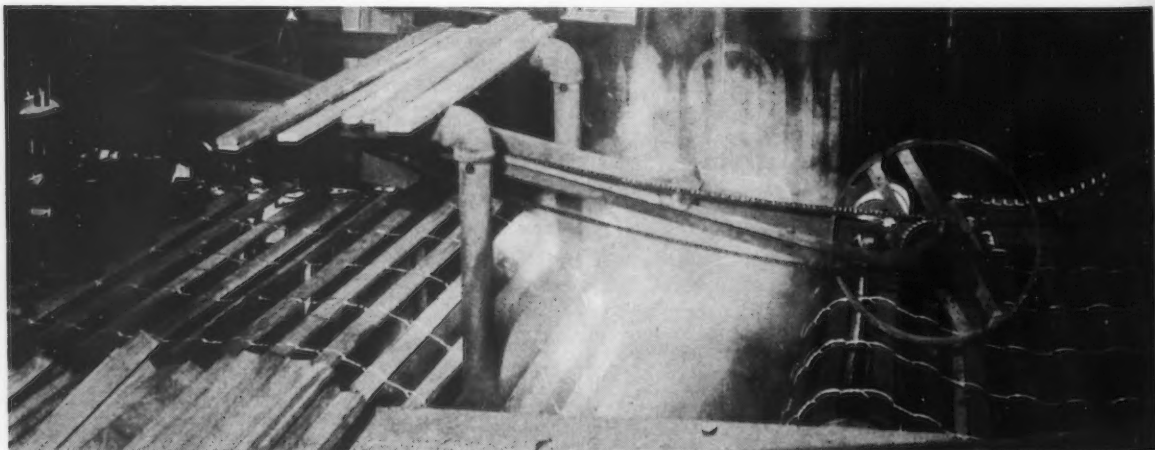
That's easy enough to understand, when the history of the company is considered. Established and incorpo-



rated in 1899, Nebraska Bridge Supply originated as a wholesaler and retailer of heavy bridge material—planks and timbers. That was the day of the wooden railway and highway bridge, and business was good. In 1925, the company took on the distributorship of snow fence.

But in 1933, in Lufkin, Texas, it began producing its own "Nebco" line of combined wood and wire fence: snow, woven white picket, garden, and nursery shade fence; and slat cribbing. The following year, in 1934, manufacturing plants were opened in Omaha, Neb., and in Fort Dodge, Iowa, and in 1935 in Chi-

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Close-up of one part of the snow fence machine at Nebraska Bridge Supply. The fabricated fence moves over roller, down into a paint vat for complete submersion into hot solution of red mineral oxide and water. Temperature of solution is kept at or near boiling point to assure protection when exposed to weather. Fence moves out of vat, onto winder. Compact rolls of 50, 75, and 100-foot lengths emerge. Winder also stretches wire, takes out any kinks or sags.

Initial stages in operation, before fence reaches vat: Laths are fed into machine by powered rollers at variable speeds up to 75 per minute. They pass between five pairs of eyelets mounted in twister heads. Galvanized steel wire passes through each eyelet. Machine is timed so that when laths strike stop, twister heads revolve two-and-one-half times, first clockwise, then counter-clockwise. Then pusher arms move the laths into the paint vat, as described above.



## Provisions for Materials and Installation

# Chain Link Barrier Fence Specifications

The requirements of state highway engineers are quite strict and specific on both materials and construction—and this includes guard rail and fencing. Herewith are the verbatim specifications for chain link barrier fence, released by the Texas State Highway Commission. Specifications for these materials from other states will be published in future issues.

### 1. DESCRIPTION

Chain link barrier fence shall consist of one line of chain link fabric supported on posts and constructed of materials and workmanship as prescribed by this specification at such places as shown on the plans or as designated by the Engineer, and in conformity with the designated plans and typical details shown.

### 2. MATERIALS

All materials used in Chain Link Barrier Fence shall be hot-dip galvanized as outlined in this specification.

(1) **Fabric.** Fabric and appurtenances shall meet the following requirements:

(a) **Width and Height.** Fabric width and height shall be as shown on plans. The overall height of the fence when erected shall be the height above grade as shown on plans or typical details.

(b) **Fabrication.** The wires for the fabric shall be steel wires, of the gage shown on plans, woven with maximum 2" mesh openings. Galvanizing shall be done after weaving. The top and bottom selvages shall have a twisted and barbed finish, the barbing to be done by cutting the wire on a bias thereby creating sharp points. The fencing shall conform to the latest specifications of the American Society for Testing Materials for Zinc-Coated Steel Chain Link Fence Fabric. The wire in the fabric shall withstand a minimum tensile strength test of 75,000 pounds per square inch, after galvanizing.

(c) **Tension Wires.** Tension Wires shall be coil spring wire complying with latest A.S.T.M. standard method of Test for Weight of Coating on Zinc-Coated (Galvanized) Iron or Steel Articles of the gage shown on plans. The bottom and top tension wires shall be secured to the fabric by ties of the gage and spacing indicated on the plans.

#### (2) Posts

(a) **Line Posts.** Line posts may be either "H" column, tubular, or wing channel and shall meet one of the following requirements:

"H" Column Line Posts shall be of high carbon steel of good commercial

quality and shall meet the weight and length requirements shown on the plans. Fabric Bands for fastening fabric to the posts shall be hooked around the flanges of the line posts and shall comply with the gage and spacing shown on plans. Steel Wire Ties of the gage and spacing shown on the plans may be used in lieu of fabric bands.

Tubular Line Posts shall be steel of good commercial quality and shall be galvanized, both inside and outside, and shall meet the minimum size, weight and length requirements shown on the plans. No used, re-rolled, or open seam material will be permitted. All tubular line posts shall be furnished with heavy malleable iron caps made to provide a drive fit over the outside of the post so as to exclude moisture. Fabric Bands or Steel Wire Ties for attaching the fence to the posts shall comply with the gage and spacing shown on plans.

Wing Channel Line Posts shall be of high carbon steel of good commercial quality and shall meet the weight, length and sectional requirements shown on the plans. Fabric Bands or Steel Wire Ties for fastening fabric to the posts shall comply with the gage and spacing shown on the plans.

(b) **Terminal Posts.** All end, corner and pull posts shall be known as Terminal Posts and shall be copper bearing steel of good commercial quality, either round or square, and shall be galvanized, both inside and outside, and shall meet the minimum size, weight and length requirements shown on the plans. No used, re-rolled, or open seam material will be permitted. All terminal posts shall be furnished with heavy malleable iron caps made to provide a drive fit over the outside of the post so as to exclude moisture. All fittings required for terminal posts shall be pressed or rolled steel, forged steel, cast steel or malleable iron of good commercial quality and shall be spaced as shown on the plans. The fabric shall be attached to terminal posts by means of high carbon steel stretcher bars and stretcher bar bands fitted with carriage bolts and nuts of the size and spacing indicated on plans.

(c) **Gate Posts** shall be copper bearing

steel of good commercial quality, either round or square, and shall be galvanized, both inside and outside and shall meet the minimum size, weight and length requirements shown on the plans. No used, re-rolled, or open seam material will be permitted. All gate posts will be furnished with heavy malleable iron caps made to provide a drive fit over the outside of the post so as to exclude moisture. All fittings required for gate posts shall be pressed or rolled steel, forged steel, cast steel or malleable iron of good commercial quality and shall be spaced as shown on the plans, and have proper strength for the purpose intended. The fabric shall be attached to gate posts by means of high carbon steel stretcher bars and stretcher bar bands fitted with carriage bolts and nuts of the size and spacing indicated.

#### (3) Gates.

The gate frames shall be made of high carbon steel of good commercial quality, either round or square, and shall be galvanized both inside and outside and shall meet the minimum size and weight requirements and shall be provided with internal bracing as shown on the plans. The gate frames shall be filled with the same fabric specified for the fence. All gates shall be equipped with approved malleable iron or steel latches, stops and center rest; suitable locking device and satisfactory provision for padlocking. Hinges shall be malleable iron or pressed steel and shall be securely attached to the posts. Hinges shall not twist or turn under the action of the gate, and shall be so arranged that a closed gate cannot be lifted off its hinges to obtain entry. Vehicular gates shall be of the full 180° opening swing type and capable of being operated easily by one person. All gates shall be equipped with a positive stop which will not permit any portion of the gate to swing over an adjacent traffic lane and shall provide a satisfactory positive means of maintaining gate in closed position.

#### (4) Braces.

All brace and truss material shall be of high carbon steel of good commercial quality and shall meet

**MORE—Next Page**

the weight and length requirements shown on the plans. Single braces shall be used on fences 4' or less in height and double braces shall be used on fences over 4' in height. All braces will be trussed with rods and turnbuckles of the dimensions shown on the plans. Braces shall be installed on all terminal posts and shall extend to adjacent line posts. All corner and pull posts shall have braces on each side of terminal.

### 3. GALVANIZING AND TESTING

The zinc for coating shall be of a grade of zinc conforming to the latest A.S.T.M. specifications for Slab Zinc (Spelter). All zinc coating shall be by the hot-dip process after weaving, cutting and splicing. The zinc coating shall be applied to the fabric in a continuous process and shall not be applied to the fabric in roll form. The coating shall weigh not less than 2 ounces per square foot of actual surface and shall withstand all tests of the latest A.S.T.M. Standard Method of Test for Uniformity of Coating by the Preece Test (Copper Sulphate Dip) on Zinc-Coated (Galvanized) Iron or Steel Articles. The component parts of the fence will not be tested unless a careful visual inspection indicates that the quality or workmanship does not comply with these specifications. If in the opinion of the Engineer testing is deemed necessary specimens for testing shall consist of 1 square foot of woven fencing selected at any point in the width of the fence fabric, exclusive of the twisted or knuckled portions, and shall be taken from the end of the roll. The zinc coating shall be tested by a striping test in accordance with the latest A.S.T.M. Methods of Test for Weight of Coating on Zinc-Coated (Galvanized) Iron or Steel Articles.

Careful visual inspection shall be made to determine the quality of the zinc coating. Excessive roughness, blisters, sal-ammoniac spots, bruises and flaking, if present to any considerable extent, shall provide a basis for rejection. Where practicable all inspection and tests shall be made at the place of manufacture, prior to shipment, and shall be so conducted as not to interfere unnecessarily with the operation of the work.

### 4. INSPECTION AND SAMPLING

The Contractor shall furnish, upon request of the Engineer, samples of each component part of the fence including fittings. These samples shall be subjected to the galvanizing, weight, and where required, strength tests. A sample may be taken for each

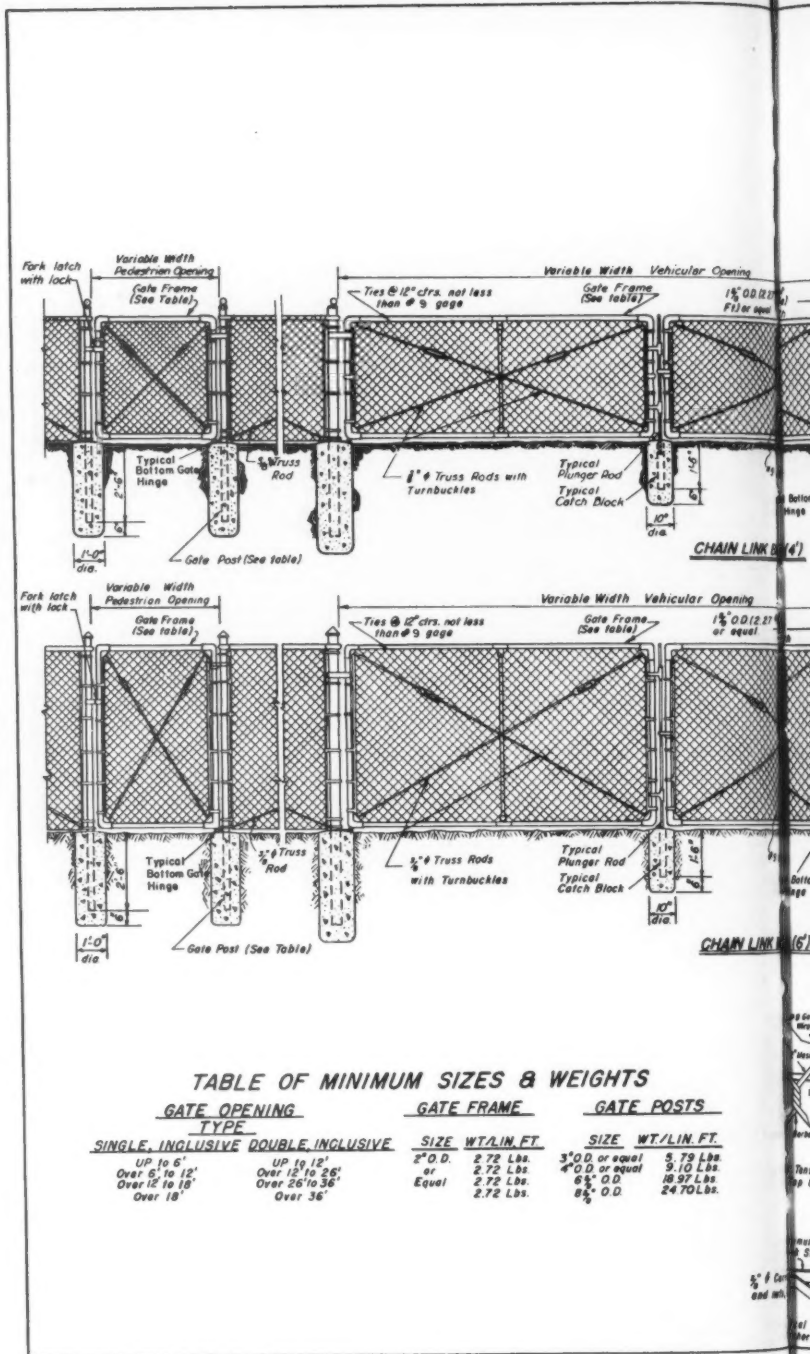


TABLE OF MINIMUM SIZES & WEIGHTS

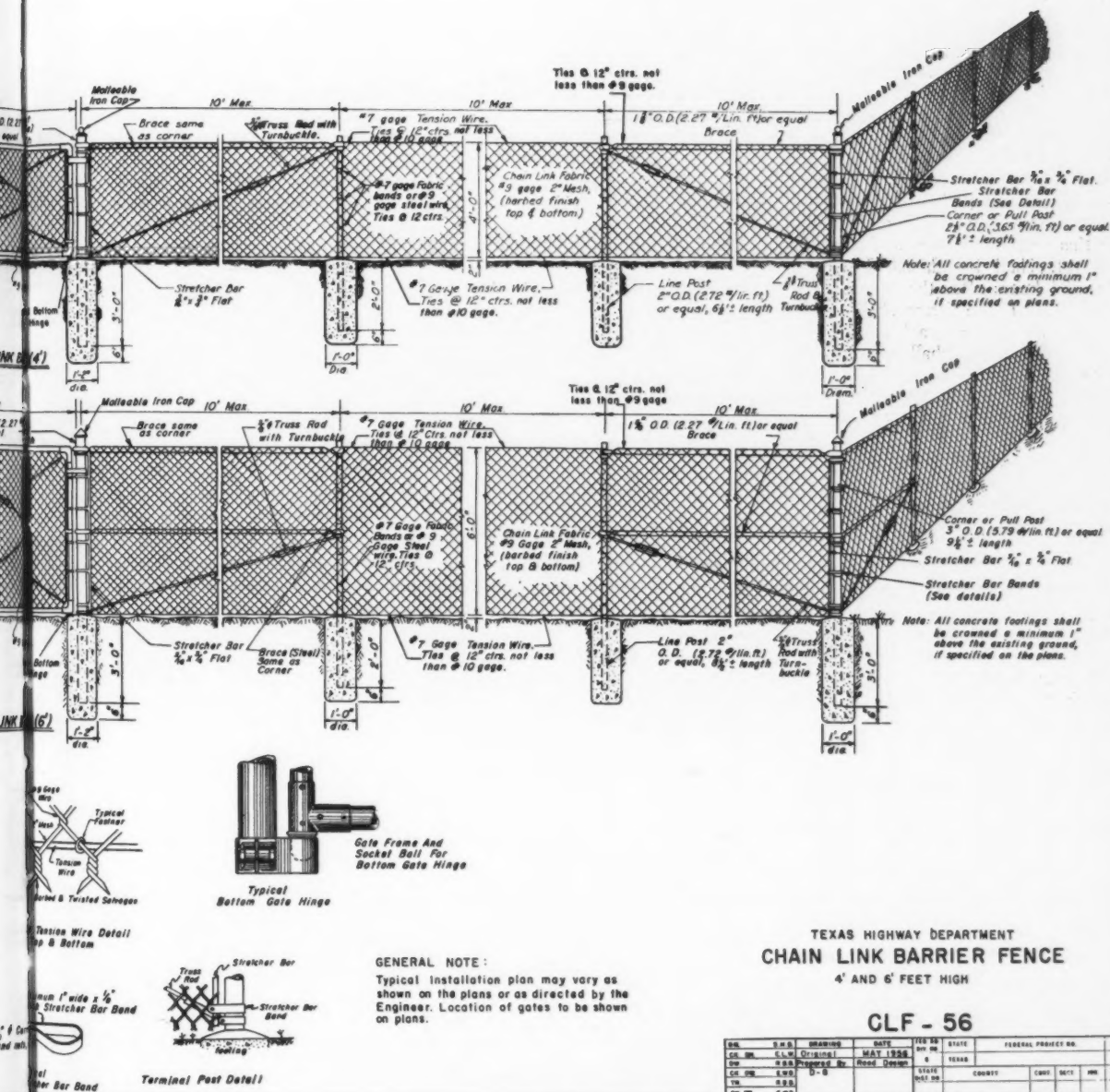
GATE OPENING TYPE		GATE FRAME		GATE POSTS	
SINGLE, INCLUSIVE	DOUBLE INCLUSIVE	SIZE	WT./LIN. FT.	SIZE	WT./LIN. FT.
UP to 6'	UP to 12'	2" O.D.	2.72 Lbs.	3" O.D. or equal	5.79 Lbs.
Over 6' to 12'	Over 12' to 26'	4" O.D.	2.72 Lbs.	4" O.D. or equal	9.10 Lbs.
Over 12' to 18'	Over 26' to 36'	6" O.D.	2.72 Lbs.	6" O.D.	18.97 Lbs.
Over 18'	Over 36'	8" O.D.	2.72 Lbs.	8" O.D.	24.70 Lbs.

project or for each shipment to a project, when requested by the Engineer. All samples shall be furnished to the Department free of charge. Producers shall furnish certificates as to the copper content of the steel from which the fence is made. If any specimen tested fails to meet the requirements of this specification, two additional specimens shall be cut from the remainder of the sample and tested, both of which shall meet the

requirements in every respect or the lot represented by the sample may be rejected.

### 5. CONSTRUCTION METHODS

The Chain Link Barrier Fence shall be erected to lines and grades established by the Engineer in accordance with the details shown on the plans. The fence shall be true to line, taut and shall comply with the best practice for construction of this type.



TEXAS HIGHWAY DEPARTMENT  
CHAIN LINK BARRIER FENCE  
4' AND 6' FEET HIGH

CLF - 56

REV.	DATE	BY	CHKD.	DESCRIPTION
1	1958	W. H. H.	W. H. H.	Original
2	1958	W. H. H.	W. H. H.	Revised
3	1958	W. H. H.	W. H. H.	Revised
4	1958	W. H. H.	W. H. H.	Revised

### (1) Erection of Posts.

Posts shall be set plumb and permanently positioned and anchorages firmly set before fabric is placed. Posts shall be set in Class "B" Concrete, unless otherwise specified on the plans. Concrete and equipment therefore shall conform to the requirements of Item 403 "Concrete for Structures". Hand mixing of concrete will be permitted on batches under 1/2 cubic yard. All batches ex-

ceeding this volume shall be machine mixed.

Concrete footings shall be carried down to at least the depth, and shall be not less than the dimensions, shown on the plans. Where rock is encountered within the required depth to which the post is to be erected, a hole of a diameter slightly larger than the largest dimension of the post may be drilled into the rock and the post grouted in. The regular dimensioned

concrete footing as shown on plans shall then be placed between the top of the rock and required grade shown on the plans. Posts shall be approximately centered in their footings. All concrete shall be placed promptly and completed by tamping or other approved methods.

If the ground is firm enough to permit excavation of the post hole to neat lines, the concrete may be placed

MORE—Page 14



without forms by completely filling the hole. Under these conditions the earth coming in contact with the concrete shall be moistened to a depth of at least 2" prior to placing concrete. No curing will be required other than 4" loose moist material, free of clods and gravel, immediately after placing concrete.

Where the ground cannot be satisfactorily excavated to neat lines, forms must be used for footings. Under these conditions, when the soil is not moist, not less than 1 gallon of water shall be poured into each hole and as soon as this water has been absorbed the concrete shall be placed. Not later than 24 hours after the concrete has been placed, the forms shall be removed. As soon as each form is removed, the footing shall be backfilled, with moistened material, and thoroughly tamped. The top of the post shall then be covered with not less than 4 inches of loose moistened material. All excess material from footings, including loose material used for curing, shall be disposed of in a manner satisfactory to the Engineer.

Pull posts, as defined above, shall be placed not over 500 feet apart in straight runs and at each vertical angle point, all as directed by the Engineer. Corner posts shall be placed at each horizontal angle point. Corner and pull posts shall have horizontal braces and the tie rods as specified above and as indicated on the plans.

## (2) Erection of Fabric.

After all posts have been permanently positioned and anchorages firmly set the fabric shall be placed by securing one end and applying sufficient tension to the other to remove all slack before making attachments. Fabric shall be fastened as shown on the plans and the bottom of the fabric shall be placed a normal distance of 2 inches above the ground line, however, over irregular ground this distance may vary between 1 inch and 6 inches for a distance not to exceed 8 feet. Any necessary backfilling required, in order to comply with these provisions, will be considered as incidental work.

## (3) Electrical Grounds.

The fence shall be grounded where a power line passes over the fence. The ground shall consist of a copper-weld rod eight feet long and a minimum of 5/8 inch in diameter driven vertically until the top of it is approximately 6 inches below the top of ground. A No. 6 solid copper conductor shall be brazed to the rod and to the fence in such a manner

that each element of the fence is grounded. A ground shall be driven at not to exceed 1000 feet apart in straight runs. Each section of fence shall have at least one ground.

## 6. MEASUREMENT

Chain Link Barrier Fence, of each height specified, will be measured by the linear foot of fence measured at the bottom of the fabric along the center line of fence from center to center of end posts, excluding gates. Gates will be measured as each gate, complete in place.

## 7. PAYMENT

The work performed and material furnished as prescribed by this item, measured as provided under "Measurement" will be paid for at the unit price bid for "Chain Link Barrier Fence" of the height specified on the plans, which price shall each be full compensation for furnishing and installing all fencing materials, (except gates) including all miscellaneous fittings, braces, post caps, line wires, connection clips or wires; digging post holes, and grouting in rock where required; furnishing and placing concrete for setting posts; furnishing and installing all electrical grounds; all hauling and hauling charges; and for all manipulation, labor, tools, equipment, and incidentals necessary to complete the work, including excavation, backfilling and disposal of surplus material.

Gates measured as provided under "Measurement" will be paid for at the contract unit price bid for "Pedestrian Gate" or "Vehicular Gate", of the type, height and opening shown on plans, which price shall each be full compensation for furnishing all materials; fabricating, preparation, hauling, handling charges and erecting, including all miscellaneous fitting, braces, latches, gate hinges, stops and center anchorage; and for all manipulation, labor, tools, equipment and incidentals necessary for a complete in place gate installation.

# SPECIFICATIONS FOR CHAIN LINK FENCE

## 1. DESCRIPTION

This item shall consist of furnishing and installing chain link fencing with barbed wire at locations indicated on the plans, and in accordance with these specifications and the details shown on the plans. The fence shall be constructed in conformity with the lines and grades established by the Engineer.

## 2. MATERIALS

**2.1 Fabric.** Fence Fabric is to consist of #11 BWG wire woven in a 2" mesh and hot-dip galvanized after weaving. Fabric to be 72 inches high and top and bottom selvages are to have a twisted and barbed finish with the barbing formed by cutting the wire on a bias to form sharp points. Chain link fabric is to conform with ASTM Standard A117-33, Standard Specification for Zinc-Coated Iron or Steel Chain Link Fence Fabric Galvanized after Weaving.

**2.2 Line Posts.** Line posts shall be hot-dip galvanized H-beams of high carbon steel, weighing approximately 4.1 pounds per foot, or 2-1/2" O.D. standard pipe weighing 3.65 pounds per foot. Posts shall be sufficient in length to set full 3' in 9" diameter concrete footings. Posts shall be set at a maximum spacing of 10' unless otherwise shown on plans.

**2.3 Terminal, Pull, and Corner Posts.** These posts shall be hot-dip galvanized copper bearing steel pipe, 3 inches outside diameter, weighing approximately 5.8 pounds per linear foot, and to be sufficient in length to set full 3' in 12" minimum diameter concrete footings.

**2.4 Gate Posts.** Gate posts shall be made from hot-dip galvanized copper bearing steel pipe, 4" O.D., weighing 9.11 pounds per foot, and be sufficient in length to set full 3' in 12" minimum diameter concrete footings.

**2.5 Post Caps.** Where indicated on the plans, terminal posts and gate posts shall be provided with a metal cap of standard design for the particular size and type of post to be capped. Caps shall be hot-dip galvanized after fabrication.

**2.6 Extension Arms.** Extension Arms shall be made of one piece pressed steel and shall be hot-dip galvanized after fabrication. Arms shall carry three barbed wires at an angle of 45°. The topmost barbed wire is to be approximately 12" above the top of the fence fabric and approximately 12" out toward the property side of the fence. The arms shall have provision for being securely and permanently attached to the posts by an approved method.

**2.7 Barbed Wire.** Three lines of galvanized steel barbed wire are to run the entire length of the fence above fabric and gates. Each line of barbed wire shall be formed from two 12-1/2 gage steel wires with four point barbs spaced approximately four inches apart. Barbed wire shall conform to ASTM Specification A121-39, and shall be galvanized after weaving.

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Right, aerial view of downtown Buffalo and its environs. Like most other metropolitan areas, Buffalo is building new highways, parking areas, and is giving much attention to urban renewal. Located at the head of the Niagara River, 20 miles above the falls, it is surrounded by almost 40 cities and villages. A bridge across the Niagara River, between Buffalo and Fort Erie (Canada), is known as the International Peace Bridge, to commemorate peaceful relations between U.S. and Canada.

Seven Buffalo fence firms here contribute to a discussion of problems and techniques of the trade, together with resumes of each company's background.

## Spotlighting

# Buffalo Fence Dealers

As the county seat of Erie County, and as the second largest city in the state of New York, Buffalo is a thriving port and industrial area of well over a million population. From among the score of fence dealers in the area, FENCE INDUSTRY TRADE NEWS was able to obtain a representative roundup of the Buffalo fence industry in interviews with those firms featured in this five-page article. As a number of the dealers reported, fence business in Buffalo has been off slightly this year, but by and large, the downtrend was certainly not serious. One problem frequently mentioned was the unusual condition of the soil in and around Buffalo: a great deal of variation was reported.



Ray Staley (left), head of the fence department, and vice president, John Scheeler, of the 91-year-old Buffalo Wire Works, Inc.

### Job specifications help Buffalo Wire

"We believe in selling fencing at a fair price—but we won't offer give-away prices," explains John Scheeler, vice president of Buffalo Wire Works, Inc., 320 Terrace, Buffalo, N. Y. This attitude might be summed up in the rule: never sell a job at a loss.

This 91-year-old company, which has been active in fence erecting for 30 years, has applied its awareness of engineering methods to its fence operations.

The trend in industry today, thinks Scheeler, is to forestall price increases by automation techniques—in order to preserve the market. In fence erecting, he asserts, there are very limited possibilities for improvements in technique. It is therefore necessary to utilize fully whatever possibilities there are. Buffalo Wire does this by setting up job standards.

Specifications on materials are an integral part of the job, but for 12 years now, this company has also enforced job standards. "In this way," says Scheeler, "when a man goes out on a job, he is told how long it should take. We find that such job standards bring good results from the standpoint of worker incentive. They also help to control both the labor cost factor, and the activities of the crew while it is away from home base. At the same time, we feel this is a guarantee to our customers and assures them of standards on both labor and materials. Currently, we are revising our job standards for speedier methods of installing."

One labor-saving device which the company has been using (and still is) is the elimination of concrete in post-setting, and instead substituting anchor-type blades, which are hot-dip galvanized in Buffalo Wire's own plant—to better preserve the metal.

The manufacturing plant and all offices of the company are located in a four-story building having approximately 90,000 square feet of space. The firm's principal business is (1) the manufacture of wire cloth and products from wire cloth—such as partitions, tool crib enclosures, baskets, wire window guards, foundry sieves; (2) the operation of a hot-dip galvanizing plant—some galvanizing of fittings is done for fence people.

Since 1930, the company has been an erector of fences within about a 100-mile radius of Buffalo. Installation crews are company-trained to carry out the job standards set up by the engineering department. Chain link fence only is sold and erected—both steel and aluminum, under the firm's own brand name, "Buffalo Wire." Ray Staley is head of the fence department.

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Fencing jobs are divided between residential and industrial-commercial. The percentage of each varies from year to year. "A lot depends," says Scheeler, "on the business cycle at the time. There are years when the residential consumer seems very reluctant to buy fencing, and when business seems very willing. Other years the balance is reversed."

Both Scheeler and Staley commented on the necessity for careful advance planning, and noted that to build a fence properly, these steps must be taken *before* the installation begins:

- (1) Check with the public utilities concerning underground gas lines, electric or telephone cables.
- (2) Check on customer's credit, or arrange for bank credit.
- (3) Get customer's survey, so the work crew will not encroach on the neighbor's property.
- (4) Get building or other permits, keeping in mind local regulations and restrictions.
- (5) Check for soil and rock conditions.
- (6) Check weather conditions.
- (7) Schedule the work.



Arthur J. Kalenda, president, Buffalo Ornamental Iron Works, says business is thriving, estimates annual gross at \$500,000.

### Planning for \$1 million annual volume

The manufacturing activities of the Buffalo Ornamental Iron Works, 88-106 Beacon St., Buffalo, N. Y., consist of the following: light iron and steel fabrication; steel stairs; railings of all types; roof framing; steel and mono-metal fences other than chain link; steel picket fences; beam guard rail (bumper rail) for highways and parking areas. And, for a wholly-owned subsidiary, Penguin Pool Corp., steel swimming pools. Often, in selling pools, a chain link fencing job is also sold. Sometimes Buffalo Ornamental does the installing, other times it is subcontracted.

"Basically," explains the company's president, Arthur J. Kalenda, "we manufacture products which are sold and installed by our own organization." About half the company's annual gross dollar volume of \$500,000 is done in what Kalenda calls "railings or protective devices"—a type of fencing which involves the use of steel and iron.

One of this year's jobs, a contract for well over \$100,-

000, was for a steel fence rail on the Grand Island bridge, between Grand Island and the crossing of the Niagara River, in the north section of Buffalo. A less-recent installation was the six-foot steel picket fence, with three-quarter inch square pickets and a special handrail top, at the Lewiston power plant on the Niagara Parkway.

Currently the company is developing a project which will involve it still more with fencing. It is a type of fencing that will probably find wide usage around swimming pools. Called "Stran-Satin Colorwall," it is a form of corrugated sheet steel, in colors. The makers of the product, the Stran-Steel Corp., Detroit manufacturers, have named Buffalo Ornamental Iron as the distributor for western New York and northern Pennsylvania. "We're just starting to develop the use of this product," says Kalenda. "We feel it blends with our present operation, and that the sales of this item will add substantially to our gross dollar volume."

Incorporated and established in 1954, Buffalo Ornamental Iron's officers are Arthur J. Kalenda, president; Richard Haiges, vice president; Robert W. Waver, secretary-treasurer. The company's year-round staff numbers 33; during the construction season it increases to 60. One part of the present plant and offices was built four years ago; another part three years ago. Kalenda points out that the facilities are designed for a million-dollar-a-year gross. "We built knowing we were going to work up to a larger capacity," he says.

Business has been good since the inception of the corporation. "In the next five years," says Kalenda, "We expect our annual volume to reach \$1 million—we are planning to double our production to achieve this."

For 1960, business has continued strong. "As of August 1 of this year," Kalenda goes on, "our backlog of orders amounts to \$450,000. In spite of the fact that there was a six-week strike of construction workers in Buffalo earlier this year, our dollar volume is equal to a year ago, and we expect to end the year with a five to 10 percent increase over '59. I believe there is plenty of work around—if the sales staff has the drive to really sell."

It is significant that the company's sales staff is supported and supplemented by the drafting and engineering departments. Cost estimates, plans, drawings, specifications, etc., are frequently submitted to potential customers. This gives the salesman an unusually effective foundation for his sales presentation.

### Business steady for Wire Products

As a franchised "Page" fence dealer, Wire Products Co., Inc., 1524 Kenmore Ave., Buffalo, N. Y., sells and erects fencing in six counties of western New York state. The company is housed in its own building (about 7,500 square feet) which is set far back from the street.

Harry E. Martin and Howard Zapp organized the business in 1948; it was incorporated in 1956. Both have experience as fence men. Martin has a background of 30 years in fencing, including an association with the Buffalo Wire Works. Zapp has 15 years of fence experience behind him, and has been in wire work since about 1933. Both the owners are the company's chief

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## BUFFALO DEALERS—from Page 16

salesmen, but the sales staff totals three, plus additional ones during the spring rush.

The chain link fencing, which of course is supplied by the American Chain & Cable Corp., New York, N. Y., comprises the bulk of Wire Products' business. What wood fencing there is comes from Dubois Fence & Garden Co., Ridgefield, N. J.

The company has its own erecting crews, the number of which varies according to the season of the year. "Our men," says Zapp, "are welders and all-around mechanics. We weld, make our own gates, and once in a while get into steel fabrication." Zapp reports that rock strata in the Buffalo area varies greatly—in one case blue flint was struck just six inches below the surface. "This makes field checks difficult—the strata may vary even from backyard to backyard."

This year, most of the firm's business has been in the industrial-commercial field—but a fair amount of residential as well. Business has been good, according to Zapp. "We had a good year in 1959, and we expect this year to be at least equally as good."



Veteran fence man Bill Mekelburg of Allied Fence points out that old-timers are used to working in winter weather—and expect it.

### Allied Fence business gains 50 percent

Bill Mekelburg, who has been in fencing for over 20 years in the Buffalo area, and who now operates Allied Fence Co., 1219 Seneca St., Buffalo, N. Y., offers some interesting data on fencing problems in that city. For one thing, the soil is not consistent. One part of the town has brown loam; another, around the north side, is all flint rock. On some jobs power tools can't be used, since much of the ground is fill, gravel, and shale. In another part of town, in July and August, the clay dries and hardens, and cracks open—sometimes you can look down for 10 or 15 feet. The digger brings up soil that looks like powdered sugar.

Another thing: there are at least 30 or 35 little towns around Buffalo, mostly in Erie county, each one of which has its own regulations, some of it pertaining to fencing. This may concern the height of the fence, the requiring of permits, or laws about the fencing of swimming pools—all of which necessitate vigilance on the part of the erector.

Allied Fence was established in 1950. The company was incorporated in 1956, with Bill Mekelburg and Rochester's Empire Fence Company as owners. The business has grown steadily; in the last four years alone it has increased by almost 50 percent. Most installations—90 percent of them—are residential, and most of these are chain link.

As a fencing man, Mekelburg's experience goes back to 1938, when he began working on subcontracts as an installer. After his release from the Service, he worked for various fence companies in the area, and in 1950 established his own firm. His installation crew boasts several old-timers. The foreman of the crew has been in fencing over 30 years; another crew member for over 20 years.

Two crews handle the work, with an extra crew for the spring rush, at which time extra salesmen are also put on. Mekelburg himself sells the year around; he says he usually manages to get work all through the winter. One recent winter installation involved three miles of post-and-rail fencing at a country club—it took 10 carloads of chestnut rail and locust posts. "The old-timers," Mekelburg reminisces, "are used to working in winter. If it's around zero or below, or it has snowed heavily, we don't work; but otherwise, we're on the job."

Promotion for Allied includes classified phone book advertising, occasional newspaper ads, membership in several civic clubs and in four dog clubs. This latter connection, says Mekelburg, helps appreciably with dog kennel work.

Allied's suppliers include Anchor Post Products, Inc., Baltimore, Md., and Robertson Fence Co., Cincinnati, Ohio, for steel chain link fabric. Security Chain Link Fence Co., Philadelphia, Pa., and Nichols Wire & Aluminum Co., Davenport, Ia., for aluminum chain link fabric. Cedarcraft Mfg. Co., Greenbush, Mich., for northern cedar wood fence. Empire Fence Co., Rochester, N. Y., for fence fittings.



Richard Hastings (left) and George Zerkle, of Buffalo's Aluminum Fence Co., are pleased with their sales of aluminum chain link.

### Claim top sales for aluminum chain link

"Ten years ago," says Richard Hastings, president of Aluminum Fence Co., 2374 Genesee St., Buffalo, N. Y., "I believe we were the only fence firm in the area to sell and erect aluminum chain link fencing. As a testimony to the increased use of this kind of fencing, so far as I know all the fence firms in this area now handle aluminum chain link."

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## **BUFFALO DEALERS—from Page 17**

Incorporated in 1949, the present owners of Aluminum Fence—Richard Hastings and George Zerkle, who is vice president in charge of erecting—took over five years ago. During that time they have worked hard to increase business and to build a reputation in the community.

Hastings takes a lively interest in community activities. He feels they can have an advantageous effect both on business volume and reputation. He has been secretary-treasurer of the local Rotary Club, has sponsored ball teams in the town of Cheektowaga (just outside Buffalo city limits, where the firm is located), and currently is president of the Genesee Business Men's Association. "What is done for the community," says Hastings, "has a way of coming back to you—often indirectly—in the form of new business."

Actually, as Hastings realizes, such participation is one of several types of promotion utilized by the firm. Others include advertising in the classified phone directory; direct mailings of illustrated folders; a small display of fencing in the company yard, which faces a heavily-traveled thoroughfare; and a good-sized display sign which faces the motorist driving in either direction on busy Genesee St.

"I think our location is an important business asset," Hastings continued, "and one reason we're sure of this is that we get a pretty fair share of walk-in trade. Some of this, but not all, is do-it-yourself business, to which we also cater when the customer asks for it."

Most of the company's business is in residential fencing—it accounts for about 60 percent in dollar volume, the balance being industrial-commercial. Although the firm specializes in aluminum chain link, about 25 percent of the residential business is in wood fencing, which has been handled for the past three years. Hastings explains: "The moderate popular trend toward wood can be accounted for in large part by the increased popularity of swimming pools. These people want fences for privacy, and that is why stockade and basketweave are in demand." Suppliers of wood fence include Early American Fence Co., Escanaba, Mich., for white cedar, and Artco Lumber Co., Buffalo, for redwood.

For about the past 10 years, the company's supplier of aluminum chain link fabric has been the Nichols Wire & Aluminum Co., Davenport, Ia., for whom Aluminum Fence Co. has also been a distributor in Erie and Niagara counties in western New York state. Fittings, components, frames, and pipe are from the Aluminum Co. of America, Pittsburgh, Pa. The Robertson Fence Co., Cincinnati, Ohio, supplies the steel chain link fabric.

Hastings reports: "We sell double the amount of aluminum over steel chain link. We've been showing

an increase in aluminum installations every year since we've operated the company. We believe that aluminum chain link has a great future potential—that it is the coming thing for both residential and industrial-commercial installations."

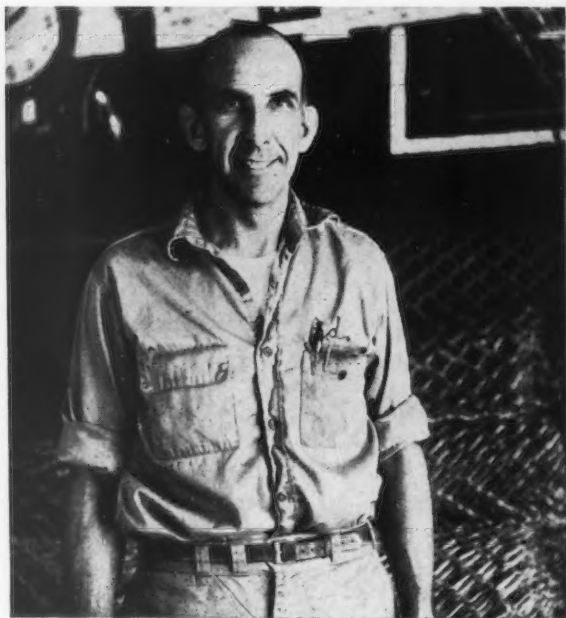
Four construction crews—a total of 30 men during the busy season—each have their own truck and post hole digger. A tractor with a "Danuser" digger is on hand for special jobs. A new truck was just recently acquired. The company fabricates its own gates, has a portable welding machine. The premises include about 3,500 square feet of storage space. At another nearby site which has a railroad siding, several carloads of wood fencing are stored. The construction trucks are also parked there.

Community good will is maintained by a policy of guaranteeing all fences 100 percent. If basically the trouble is not the fault of the owner, the company will rectify the complaint, even long after the installation was made.

"By the way," Hastings concluded, "I'd like to say that FENCE INDUSTRY TRADE NEWS has been a definite help to us. It has told us about products we didn't even know existed, besides giving us a lot of pertinent data on the industry as a whole."



Display sign reads, looks the same on both sides. Note fence on top.



Edward Gersitz, part-time fence installer, part-time hardware retailer, is active and alert as a one-man fence company.

## **Gersitz strong on personal service**

If you walk into Gersitz Hardware, 901 Kensington Ave., Buffalo, N. Y., after you've seen the small fencing display in the store window, you don't even have to ask the price of the fencing—prices are posted on a big sign in the fence department, for everyone to see. If you'd call the store on the phone, anyone who answered could give you fencing prices. They are the same for everyone, and they apply to residential chain link only.

If it's after one o'clock in the afternoon, it is likely that Edward Gersitz himself will be on hand to offer

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the information. He is probably one of the few one-man fence dealers in the country, since he does the whole job himself, including selling and erecting. He works at it each morning from nine to one in the afternoon. Then he spends the rest of the day in the hardware store, which he and his brother, Michael, have operated successfully for over 15 years. The fencing business was established 12 years ago.

Here are some of the policies and services offered by Gersitz. Promptness. A lapse of not over 72 hours to complete the installation, once it is ordered. "I find that promptness counts for a lot," says Gersitz, "when you're dealing with people right in your own neighborhood. We have a reputation for promptness and out-in-the-open prices." An unconditional guarantee of the fencing. Gates made to order, in two hours, in the welding shop in the back part of the store—Edward Gersitz is a master welder himself. A thorough cleanup of the premises after the job is completed. The biggest "sin" of the fence man, Gersitz thinks, is leaving the odds and ends of wire, dug-up dirt, various scraps of material—leaving these strewn about after completion. Gersitz says he makes a special effort to pick up all the waste and scrap, and haul them off in the truck along with the dug-up dirt.

Gersitz describes his posthole-setting technique: "I fill the hole with concrete, then insert the post. This seals it in the sense that the concrete is forced up into the tube. We seal the top of the post with a cap—why not the bottom with concrete?" To facilitate installation, all parts are preassembled on the posts, and are carried to the job that way.

Gersitz Hardware also operates a tool rental business, and for the do-it-yourself trade, this ties in directly with fence sales. The store sells all the different parts required for chain link fence, including the fabric, the posts, the pipe, and the concrete mix. The needed tools for the job are loaned free of charge. In addition, the store sells, but Gersitz does not erect, barbed wire, welded wire, round wire, chicken wire, cattle fence.

Sources of supply include Southern Metal Products, New Orleans, La., for fittings; Haynes Mfg. Co., Livingston, Tex., for post hole diggers; Robertson Fence Co., Cincinnati, Ohio, and Colorado Fuel & Iron Corp., Denver, Colo., for chain link fabric; and a local Buffalo jobber for the structural pipe.

As president of the Niagara-Frontier Hardware Association, Edward Gersitz is a well-known personality.

### Ornamental iron business reported slow

Most of the business of McCarthy Metal Products, 5024 Clinton St., Buffalo, N. Y., is done with contractors and builders, according to the owner, Joseph F. McCarthy. Established in 1949, the firm manufactures ornamental iron porch railings, fire escapes, steel stairs. About 80 percent of its business is in ornamental iron. Only occasionally, however, is there a call for fences.

For the past five years, says McCarthy, his business has been holding steady and there has been a gradual rise in prices. "This year, however," he says, "will be one of the slowest years since I've been in business. I don't think we'll do as well as we did last year."

cago, Ill. The latter plant was destroyed by fire in 1940, at which time it was moved to Chicago Heights, Ill. These three plants are still in operation today. They each produce the full "Nebco" line, and constitute the core of the firm's midwest business. In 1935, still another plant was opened in Troy, N. Y., and shortly after in Corinth, Me. After the Troy plant was destroyed by fire in 1955, the company withdrew from that area. But the Maine location, known as the Standard Fence Co., still produces primarily snow fence.

In addition, the company owns sawmills in Colorado and Wyoming, and a wood-treating plant in Laramie, Wyo. A wholly-owned subsidiary, the National Cedar Post & Pole Co., Murfreesboro, Tenn., processes and wholesales rustic red cedar fence posts, fence rails, pickets for rustic fence, post and rail fence, clothes line posts, and posts and poles from six to 14 feet in height. Another subsidiary, the Independent Lumber Co., handles retail trade only in the Omaha area; all the rest of Nebraska Bridge Supply's operation is on the wholesale and manufacturing level.

This includes the processing and wholesaling of lumber, and of wood-treated posts and poles. The company-staffed sales force which sells these products also gives some of its time and attention to the fence line. But by and large, the latter is sold by direct mail and through trade magazine advertising. A considerable mailing list has been accumulated, and the area in which most of the selling effort is concentrated includes Nebraska; Iowa; parts of South Dakota, Minnesota, and Missouri; Illinois; Indiana; and most of Michigan, Wisconsin, and Ohio.

A variety of folders, leaflets, and flyers describes and illustrates the "Nebco" fence line. Cooperative advertising is available to dealers—there are four sizes of newspaper mats on the picket and border fence. So far as is possible, the fence division likes to sell to distributors, not only in the fence field, but also in building supplies, garden supplies, and landscaping.

Sibbernson spoke of two difficulties with which he frequently is concerned: freight rates and laths.

It has become increasingly difficult, he says, to obtain a good grade of lath—and the company stresses quality in its product, and in fact features a "super strength" slat cribbing with straight, dry, No. 1 grade lath. This lath is in tight supply because the wood pulp and paper industry draws off the raw product that once went into laths. "The wood processors," says Sibbernson, "just don't bother too much with laths—they cut up the wood into chips and send it to wood pulp mills."

Freight rates are bothersome, according to Sibbernson, because cubic footage is large without the weight being in ratio. For example, a 100 pound roll of fencing may take up five cubic feet, while a 150 pound keg of nails may take up only one cubic foot. Freight charges on a small order may cost as much as 25 percent of the dealer's invoice cost.

Although the fence division of Nebraska Bridge Supply accounts for only a part of the firm's total gross dollar volume, it is one in which Sibbernson and his staff take pride and put forth effort to make more successful.

**ALA**—Proj. #P-3034, plans for construction of new water supply system, Tuscaloosa, est., \$10,630,000. George M. Van Tassel, Chmn., Commission Board.

**ARIZ**—Proj. #P-3070, plans for construction of elementary school, Chinle, est., \$400,000. Elmer Nix, Administrator, Chinle School Dist. No. 24.

**CALIF**—Proj. #P-3449, plans for additions to Carmelo Elementary School, Monterey County, est., \$155,457. Stuart Mitchell, Supt., Carmel Unified School Dist., Carmel.—Award, by California Division of Highways, construction of half-mile of metal beam guard railing, to Wulfert Co., Inc., San Leandro, bid item cost, \$9,751. In Humboldt & Trinity Counties.—Award, by California Division of Highways, construction of 2.7 miles blocked-out metal beam barrier and cable-chain link barrier, in San Francisco City and County, to Cyclone Fence Dept., American Steel & Wire Division, United States Steel Corp., Oakland, bid item cost, \$40,746.—Bids Wanted, by California Division of Highways, 120 S. Spring St., Los Angeles: Proj. #VII-LA-165, LA-A, bid wanted Nov. 10, 4.7 miles highway including item 3, 1,470 lin. ft. reconstructing 72" chain link fence; item 4, 1,450 lin. ft. reconstructing metal plate guard railing; item 5, 3,275 lin. ft. reconstructing metal beam guard railing; item 95, 44,500 lin. ft. chain link fence (Type CL-6); item 96, 6 chain link walk gates; item 97, 2 6-ft. chain link drive gates; item 102, 1,664 lin. ft. barrier railing (Type 1); item 103, 650 lin. ft. barrier railing (Type 2); item 104, 1,513 lin. ft. barrier railing (Type 4); item 105, 24,000 lin. ft. cable-chain link barrier; item 106, 1,500 lin. ft. single blocked-out metal beam barrier; item 107, pedestrian overcrossing enclosures.—Proj. #VII-LA-23-B,C,D, bid wanted Nov. 3, 10 miles highway including item 68, 160 lin. ft. metal beam guard railing; item 69, 242 lin. ft. barrier railing (Type 1); item 70, 242 lin. ft. barrier railing (Type 4); item 71, 45 lin. ft. pipe bridge railing; item 72, 1,642 lin. ft. single rail and wire protection fence; item 73, 925 lin. ft. double rail and wire protection fence (60 lb. rail).—Proj. #IV-Son-787, bid wanted Nov. 2, at Office of State Highway Engineer, Public Works Bldg., Sacramento, about 0.8 miles highway including item 44, 3,310 lin. ft. property fence (Type WM); item 45, 5 16-ft. property fence gates; item 46, 80 markers; item 47, 660 lin. ft. metal beam guard railing; item 48, 547 lin. ft. 36" metal beam bridge railing.

**CONN**—Urban Renewal, 122-acre "South Meadows" project, East Hartford, est., \$4,014,000. Stanley A. Ozimek, Chmn., East Hartford Redevelopment Agency.

**DEL**—Proj. #CH-6 (H), plans for construction at Beebe Hospital, Lewes, est., \$250,000. Harry W. Lynch, Chmn., Finance Comm., 725 Bank of Delaware Bldg., Wilmington.

**D.C.**—Urban Renewal, 14.4 acre "Columbia Plaza" project, Washington, est., \$720,610. John R. Searles, Jr., Exec. Dir., District of Columbia Redevelopment Land Agency, 919—18th St., N.W.

**FLA**—Proj. #P-3075, plans for construction of municipal buildings, Jacksonville Beach, est., \$346,700. Wilson C. Wingate, City Mgr.—Award, by State Road Department of Florida, to L. A. Reynolds Co., Winston-Salem, N. C., two different jobs involving fencing: 4.5 miles Interstate 75, and 5.5 miles I. 75, both in Hamilton County. Total bid costs, \$372,056 and \$365,688.

**IDAHO**—Award, by State of Idaho Dept. of Highways, Proj. #F-6462/6, highway work in Madison County, including 1,100 lin. ft. wire fence, bid cost, \$662.

**ILL**—Proj. #CH-101(D), plans for construction at Northern Illinois University, DeKalb, est., \$3,000,000. Richard G. Browne, Exec.

## AWARDS ★ PROJECTS ★ PROPOSALS ★

The information appearing in this issue concerning awards, projects and proposals were selected from hundreds of releases by F1 editors as having possible interest for our readers.

Listings do not imply specific fence business unless it is so indicated.

In order that further information may be obtained by interested readers, each award, project or proposal, lists the reference numbers and the names and addresses of individuals and offices where additional information may be obtained.

**Officer**—Proj. #CH-100, plans for construction at Presbyterian-St. Luke's Hospital, Chicago, est., \$1,000,000. John P. Bent, Pres., 1753 W. Congress Pkwy.

**IND**—Proj. #P-3017, plans for addition to Memorial Hospital of Floyd County, New Albany, est., \$3,605,000. Augustus P. Hauss, Pres., New Albany Building Authority.

**IOWA**—Proj. #CH-34, plans for construction at Waldorf College, Forest City, est., \$230,000. Rev. Sigvald D. Fauske, Pres.—Awards, by Iowa State Highway Commission, to Century Fence Co., Waukesha, Wis., four different jobs, Harrison-Pottawattamie Co., I-29-4(5) 59, bid amount \$37,136; Scott Co., I-80-8(8) 283, bid amount \$24,124; Woodbury Co., I-29-6(13)129, bid amount, \$49,740; Woodbury Co., I-29-6 (14)143, bid amount, \$36,721.—Award to Ajax Fence Co., Omaha, Neb., by Bd. of Park Commissioners, Council Bluffs, chain link fence at Sunset Park, bid amount, \$4,998.—Award, to Montgomery & Herberger, Humboldt, by Iowa State Hwy. Comm., Pol Co., I-35-2 (14) 67, 9.2 miles fencing, bid amount, \$30,361.

**KANS**—Proj. #CH-58 (H), plans for construction at Wesley Hospital and Nurse Training School, Wichita, est., \$814,000. Roy C. House, administrator.—Proj. #P-3025, plans for improvements to existing water system, Kinsley, est., \$98,180. D. V. Lewis, mayor.

**KY**—Proj. #PFL-158 (revised), plans for construction of sanitary facilities, Flatwoods, est., \$580,000. L. G. Mullins, Jr., mayor.

**MASS**—Proj. #P-3082 and P-3083, plans for improvements to sanitary and storm drain facilities, Spencer, est., \$1,060,000. Paul J. Bouley, Chmn., Bd. of Selectmen.

**MICH**—Bids Wanted, by Michigan State Highway Department, Nov. 2, in city of Petoskey, 0.587 miles highway work, including 3,134 lin. ft. steel beam guard rail, 4,145 lin. ft. 48" aluminum chain link fence.

**MINN**—Awards, by Minnesota State Hwy. Dept., Proj. #I-G-494-4, in South St. Paul, 9,115 lin. ft. 32" woven wire fence, 11,950 lin. ft. 60" chain link fence, low bidder, Cyclone Fence Co., Minneapolis, \$30,805.

—Proj. #I-494-4, Award to Crowley Fence Co., Minneapolis, for chain link enclosure for pedestrian walkway, bid \$8,525.—Award, by Minnesota State Dept. of Administration, to Crowley Fence Co., Minneapolis, for fences and gates at State School & Hospital, Brainerd, bid, \$8,500.—Award, by City of St. Paul, to W. H. Grohs Co., St. Paul, for fencing and grading a playground.

**MONT**—Proj. #P-3140, plans for construction of fire department facilities, Great Falls, est., \$1,447,300. William Swanberg, mayor.

**NEB**—Invitations issued, for removing approx.

41 miles of fencing, clearing trees and brush, removing buildings, from about 3,500 acres of Sherman Reservoir near Loup City, by Bureau of Reclamation, J. N. Spencer, Regional Dir., Bldg. 46, Denver Federal Center, Denver, Colo.

**N. J.**—Proj. #P-3101, plans for construction of municipal building, Phillipsburg, est., \$431,200. Arthur W. Paini, mayor.

**N. H.**—Awards, by Dept. Public Works & Hwys., Proj. #I-93-1(20) 20 P-3374-A, highway work including 3,400 lin. ft. three-cable guard rail, bid \$6,460, by The Palazzi Corp., Concord, total bid \$1,569,131.—Proj. #C-4204 TRA-B, highway work including 250 lin. ft. wood guard rail, bid, \$1,000, by Iafolla Construction Co., Inc., Portsmouth, total bid, \$26,764.—Bids Wanted, Proj. #EF 030-1(2), P-3896, highway work including 6,300 lin. ft. stock wire line fence, 300 lin. ft. stock wire fence brace panels, 5 stock wire fence gates, by Dept. Public Works & Hwys., Nov. 3.

**N. C.**—Proj. #P-3024, plans for construction of sanitary plant, Hot Springs, est., \$100,000. Joe R. Henderson, mayor.—Proj. #P-3025, plans for construction of sanitary plant, Marshall, est., \$160,000. C. S. Nix, mayor.

**OHIO**—Proj. #CH-107 (S), plans for construction at Mount Union College, Alliance, est., \$745,000. Ronald G. Weber, Vice Pres.—Proj. #CH-97, plans for construction at the College of Steubenville, Steubenville, est., \$900,000. The Rev. Joseph T. Sullivan, Acting Pres.

**ORE**—Proj. #P-3061, plans for construction of sanitary facilities, Eugene, est., \$546,688. Robert A. Finlayson, City Mgr.

**PA**—Proj. #PFL-11-36-23, plans for construction of water system, Newton Hamilton, est., \$87,500. Lionel E. Wilson, Authority Sec'y., P.O. Box 27.—Proj. #P-3221, plans for construction of sanitary facilities, Rostover Township, Westmoreland County, est., \$2,062,762. John A. Kopp, Pres., Rostover Township, Pricedale.

**TENN**—Proj. #PFL-185, plans for construction of water system, Charlotte, est., \$125,000. Wayne Sensing, mayor.—Proj. #P-3030, plans for construction of sanitary facilities, Rutherford, est., \$200,000. Broeck Cummings, mayor.

**TEX**—Proj. #PFL-159, plans for construction of sanitary facilities, Bronte, est., \$145,040. J. H. Stephenson, mayor.—Urban Renewal, 204-acre "Port Arthur Heights" project, Port Arthur, est. net cost, \$5,408,721.

**VT**—Proj. #P-3054, plans for construction of sanitary facilities, Berlin, est., \$262,700. Nelson J. Eastman, First Selectman.—Proj. #P-3053, plans for construction of sanitary facilities, Winooski, est., \$896,994. Bernard L. Sumner, mayor.—Proj. #P-3052, plans for construction of sanitary facilities, Bradford, est., \$230,500. Nelson C. Bowles, Chmn., Board of Trustees.

**VA**—Urban Renewal, 20-acre "North End" project, Newport News, est. \$822,666. H. W. Blandford, Exec. Dir., Newport News Redevelopment & Housing Authority, P.O. Box 77.

**WASH**—Proj. #P-3096, plans for construction of sanitary system, Normandy Park, est., \$970,000. John W. Nicholson, City Mgr.—Proj. #P-3097 through 3106, plans for construction at the University of Washington, Seattle, est., \$8,013,650. Dr. Charles E. Odegaard, Pres.

**W. VA.**—Urban Renewal, 44-acre "Bluefield Avenue" project, Bluefield, est., \$1,009,148. R. G. Whittle, Jr., Acting Exec. Dir., Bluefield Urban Renewal Authority, P.O. Box 608.

**WIS**—Award, by Milwaukee Dept. Public Works, to Wisconsin Fence Corp., Milwaukee, fencing and backstop, Burbank School Playground, bid, \$2,430; and to Anchor Post Products, Inc., fencing, Mitchell School Playground, bid, \$1,657.



# FENCE

## Service Aids

SUPPLIERS ARE INVITED TO SEND INFORMATION ABOUT THEIR NEW PRODUCTS OR SERVICES TO THE PRODUCTS EDITOR.



**DRILLING MACHINE** for dustless drilling in reinforced concrete. This method for dry-drilling incorporates "Cyclo-core" bits, dust exhaust swivel, power unit, and dust collector. Powder and chips are sucked up as fast as they are made through the vacuum system and into filters, where they are deposited; the air is cleaned before expulsion. New England Carbide Tool Co., 55 Commercial St., Medford 55, Mass.



**LIVESTOCK GATE.** All-aluminum welded, in widths 10, 12, 14, and 16 feet, in 48-inch and 52-inch heights, latter having 6 cross member, the former 5. Or can be custom-made. Maker claims they are rigid, corrosive-resistant, whip-and-sag proof, bruise-proof, and competitively priced. Hardware is so designed that they can be hung properly on either round or square gate posts. Pioneer Industries, 2700 Hawkeye Dr., Sioux City, Ia.



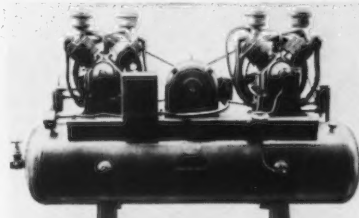
**ELECTRIC DIE SPINNER.** This pipe fitter's tool will handle pipe from 1/2 to 2 inches in diameter. It has a 1/2 hp. reversible universal motor, absorbs its own torque, needs no vise, operates with either Rigid or Nye dies. Constructed of aluminum, weighs 18 1/2 pounds, has ball bearings on all moving parts. It will cut 2-inch thread in less than minute, remove itself from pipe in even less time. Fletcher Aviation Corp., 2300 W. Flair Dr., El Monte, Calif.



**MANUAL WELDING UNIT.** The "MIGet" gun carries its own compact reel of wire, wire feeding drive rolls, and wire speed control; weighs less than 20 pounds, coordinates wire feed and welding current. Gun is rated at 200 amperes DC reverse polarity at 100 percent duty cycle using argon or helium as shielding gas; at 300 amperes DC using carbon dioxide. Air Reduction Sales Co., 150 E. 42nd St., New York, N. Y.



**SURVEY SCOPE.** A pocket-sized instrument when terrain, time, or circumstances prevent measurement by other means. Distances from 40 to 1,000 feet can be read directly off the calibrated scale by using a six foot reference height—man, rod, tree, and the like. Vexilar Engineering Co., P. O. Box 129, Minneapolis.



**AIR COMPRESSOR.** One 15 hp. model, one 20 hp., incorporate two pumps driven by single motor, 120-gallon tanks, magnetic starters unless specified otherwise. Specifications: length, 95", width, 28", height, 54". Maximum working pressure, 200 psi. Displacement, 76 cfm. at 100 psi., 63.4 cfm. at 200 psi. for the 15 hp.; 96 cfm. at 100 psi., 80 cfm. at 200 psi. for 20 hp. model. Champion Pneumatic Machinery Co., Princeton, Ill.



**LEAD POT & FURNACE.** This one-piece unit, for the melting of lead, solder, babbitt, etc., is fully insulated, is made in three popular sizes which have 25, 45, and 75 pound capacities, with a temperature range from 600° to 1,000°. According to the marketing agent, it uses less current than a flatiron and may be plugged into any convenient outlet; it does not affect other appliances or lights when in use. Maurice Fetterman Co., 1170 Broadway, New York 1, N. Y.



**PORTABLE BENDER** exerts up to 2,000 pounds of pressure to form metal against angle and curve dies, and has interchangeable and radii dies. It can be held in the hand or clamped in a vise. Works on cold rolled steel, aluminum, brass, copper, wire. Bends sheet metal up to 1/8" thick x 1 1/2 wide x any length. The Hahn Co., 2311 Fox Hills Dr., Los Angeles, Calif.



**JOINT SEALER & CRACK FILLER.** Known as "Join Seal," this combination rubber-asphalt sealer bonds well to concrete, steel and other metals, masonry. Has flexibility which contracts and expands with temperature, withstands moisture. Available in standard tube which fits ordinary caulking guns, tip can be cut to desired width of application. It is black in color, but by using aluminum paint first, can be painted over in desired colors. United States Chemical Co., 1345 N. Building, Lincoln, Neb.



# INFORMATION

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Editor . . . for publication.



### New "Realock" sales appointment

THE COLORADO FUEL & IRON CORP. has made V. A. Burdick responsible for "Realock" fence sales in the company's eastern division. He will make his headquarters in the CF&I Buffalo office, 361 Delaware Ave. Burdick, who joined the company in 1948 as a sales engineer in the "Realock" fence department, served in various capacities until 1953, at which time he was appointed assistant district sales manager to the Buffalo district. He later served as assistant district sales manager to the Chicago district. His most recent position was that of district manager in the Boston office. Burdick attended Alfred University and St. Bonaventure University, obtaining his M.A. degree at the latter. He served two years with counter intelligence in the military.

### Wire joining tools are imported

FREEDOM PRODUCTS CO., P. O. Box 22, Old Greenwich, Conn., is now importing "Blundell" wire joiners from England. The tool consists of a plier and coiler, used in combination; available in three sizes handling seven to 14 gauge single strand wire, and a special joiner for double strand wire 11 to 14 gauge. The firm issues a four-page leaflet giving details and showing how to use the tool.

### Going out of business

REPORTED IN PROCESS OF LIQUIDATION: Gratiot Lumber & Coal Co., 10254 Gratiot Ave., Detroit, Mich. Fayette Lumber Co., Inc., Connerville, Ind.

### Nails with added holding power

AMERICAN STEEL & WIRE DIVISION, United States Steel Corp., Duluth, Minn., is now producing two new kinds of nails said to have three to four times the holding power of ordinary nails. They will be known by the trade names "Amering" and "Screw-Shank," and are designed especially for use when holding power, permanence, and strength are of primary importance. They are available in 34 standard types and sizes, and can be made in unlimited variations for special uses.

### Folder on "Stan Gard" fence

ROBERTSON STEEL & IRON CO., 210 W. Commerce St., Cincinnati 2, Ohio, has issued a four-page folder dealing with types and styles of "Stan Gard" chain link fence and gates. Detail drawings show the framework, and fence and gate fittings, together with a typical erected fence section with all components required for a finished installation. Specifications are given on seven selected styles; also gate specifications, and information on how to order.

### New fence firm incorporations

RIO GRANDE FENCE CO., Lexington, Ky. \$10,000; deal in fences; Virgil W. Smith and Gladys Smith.

BLUE GRASS FENCE CO., Lexington, Ky. \$10,000; manufacture and deal in fence supplies; Theodore G. Neckles.

PERMAPOST PRODUCTS CO., 806 Main St., Hillsboro, Ore. Treated fence posts, guard rails, lumber.

### Protection for wood posts

CYCLONE FENCE DEPARTMENT, U. S. Steel Corp., Waukegan, Ill., markets a wire cloth that is being used by the utility companies to protect poles—the same protection could be given fence posts. The protection is used to prevent the damage inflicted by woodpeckers. Cyclone reports that when used in heavily wooded areas where the bird is common, the galvanized mesh cloth protection was 95 percent effective.

### New redwood fencing designs at show

CALIFORNIA REDWOOD ASSOCIATION, 576 Sacramento St., San Francisco 1, Calif., is showing an all-redwood pavilion of Japanese teahouse influence at the convention of the National Retail Lumber Dealers Association, Nov. 13-16, in San Francisco. The pavilion will be backed by the latest designs in redwood fencing.

### Lecture on plastic coated wire

THE WIRE ASSOCIATION, 453 Main St., Stamford, Conn., holds its annual convention Nov. 14-17, at the LaSalle Hotel in Chicago. One of the numerous lectures and papers to be delivered concerns plastic coated steel wire.

### New president for fence company

CHAIN LINK FENCE CORP., 7774 South Chicago Ave., Chicago, Ill., has elected Paul S. Dougherty as president. He succeeds Robert Hoffman, who retired. Dougherty is president of the Metal Coating Corp., which also operates The Medalist Tank and Minneapolis divisions. He is a member of the Young Presidents Organization, and serves as a director on the boards of the National Galvanizers Association and the Pine Grove School.

### New firms, new names

CENTRAL PURCHASING FENCE CO., 7350 W. 44th Ave., Wheat Ridge, Colo., has been granted a state license to do business under the management of Thomas D. McCance.

PIONEER FENCE CO., Box 11, Bullhead City, Ariz., in Mohave County, has been opened by James O'Neill, who is president, and John Magee, acting secretary.

ABC FENCE INDUSTRIES is the new name of the firm formerly doing business under the name of Alco Fence Industries, at 1930 St. Stephens Rd., Mobile, Ala.

### Fence man criticizes industry

PHILIP E. BRADY, vice president of The Aluminum Fence Co., 36 E. Cuyahoga Falls Ave., Akron, Ohio, in commenting on undesirable practices of the industry, said: "Companies which use low-grade materials and have incompetent installers are prevalent throughout many cities. These practices are very much in existence today in our city, as shown by the examples of fences with inadequate setting depth for posts, poor and inadequate galvanizing on steel fence materials, and inexperienced and incompetent installers."

### Lumber firms cited by FTC

DIERKS FORESTS, INC., 810 Whittington Ave., Hot Springs, Ark., and Pickering Lumber Corp., Standard, Calif., faced charges of an illegal interlocking directorate by the Federal Trade Commission. Frederick H. Dierks and Harry N. Ess allegedly are directors of both concerns. During 1959, Dierks' assets were \$36.9 million, total sales \$24.5 million. Pickering's assets were \$11.3 million, net sales \$10.6 million.

### Snake repellent being marketed

"SNAKE-STOP," a reptile repellent which may be useful to fence installers, has just been put on the market by Animal Repellents, Inc., P. O. Box 168, Griffin, Ga. It is reliably stated, after long months of testing, that snakes positively will not enter a treated area—it is in granular ready-to-apply form, available in one and five pound containers. Application is in ratio of one pound per 420 square feet of terrain. Re-application is made 10 to 12 times a year, depending on rainfall and other weather conditions. Snakes are repelled within 20 to 60 seconds after the product is spread on the ground. Its effectiveness is gained through the slow evaporation of the various ingredients, which in turn prove offensive or repugnant to reptiles—through their olfactory nerves. It even kills if the reptile's exposure to the treated surface is of sufficient duration. Exposure of several minutes may kill within two to 72 hours.

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#### SPECIFICATIONS—from Page 14

**2.8 Braces and Truss Rods.** Braces shall be made from hot-dip galvanized copper bearing steel pipe, 1 5/8" O.D., weighing approximately 2.27 pounds per foot, to be spaced approximately midway between top of fence and ground and to extend from terminal or corner post to first adjacent line post. Braces to be securely fastened to posts by means of malleable iron or pressed steel clamps, then trussed from line post back to terminal post with 3/8" round rod equipped with turn buckle. All fittings shall be hot-dip galvanized malleable iron or pressed steel.

**2.9 Tension Wires.** Tension wires are to be woven into top and bottom of fabric. They shall be No. 7 gage high carbon coiled spring wire, hot-dip galvanized, and shall be stretched taut to bring them into proper alignment with posts and fencing.

**2.10 Gates.** Gate frames are to be made of 2" outside diameter hot-dip galvanized pipe weighing 2.72 pounds per lineal foot. Gate frames will be fitted with malleable iron corner fittings or joints may be welded and braced. If welded joints are used, the joints are to be sand-blasted and hot-dip galvanized after fabrication. Gates are to be complete with malleable iron ball and socket hinges, catch, stops, and center rests and are to be braced with 3/8" X-truss rods after fabrication. For single gates, a malleable iron fork arrangement with provision for padlocking will be furnished. Double gates are to have similar forks mounted on a center drop bar which engages a center gate rest and provides a positive locking attachment between frames. All gates are to be covered with fabric match-

ing the fence fabric. Hinges to permit gate to swing back not less than 180° will be furnished.

**2.11 Fabric Ties.** Fabric ties shall be aluminum strip or wire of approved gauge or design. Fabric is to be fastened to line posts with ties spaced 14" apart and to brace rails with ties spaced 24" apart.

**2.12 Miscellaneous Fittings.** All miscellaneous fittings, such as bar bands, stretcher bars, truss bands, end clamps brace clamps, etc. shall be made of malleable iron or steel and be hot-dip galvanized after fabrication.

**2.13 Channel Guard.** The channel guard shall be constructed of Class "A" Concrete (Texas Highway Department Specifications) as indicated by details on plans and to the lines and grades established by the Engineer. Fence shall be carried across the top of channel guard with posts arranged as shown. Posts shall be set in position and held plumb, and true to line and grade during the placing of concrete.

**2.14 Concrete.** Concrete used shall be of the class shown on the plans and shall conform to Item 403 of the Texas Highway Department Standard Specifications.

#### 3. CONSTRUCTION METHODS

The fence shall be constructed in accordance with the details shown on the plans and as specified herein with new materials, and all work shall be performed in a workmanlike manner, satisfactory to the Engineer. The finished fence shall be plumb, taut, true to line, and complete in every detail. Corners at connections to existing fences shall be securely tied and braced in a manner satisfactory to the Engineer.

#### 4. MEASUREMENT AND PAYMENT

This fencing is to be furnished erected complete in place. Payment will be made to the Contractor in one lump sum upon the completion and final acceptance of the work. The lump sum bid for above item of materials and labor for "Chain Link Fence" shall be full compensation for furnishing and installing all fencing materials, including all miscellaneous fittings, braces, post caps, line wires, connecting clips, gates, gate hinges, latches, etc.; all freight and handling charges; excavation for channel guard and digging of post holes and furnishing all concrete and reinforcing steel required for channel guard and setting posts; and for all tools, equipment, and incidentals necessary to complete the work.

*Editor's Note: State of Texas specifications on steel plate guard fence were published last month.*

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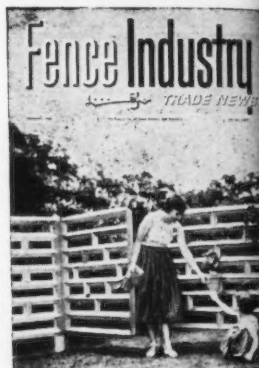
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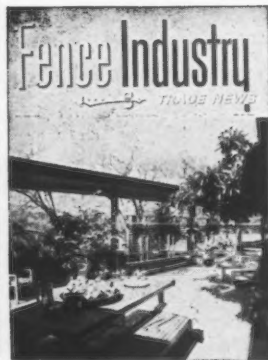


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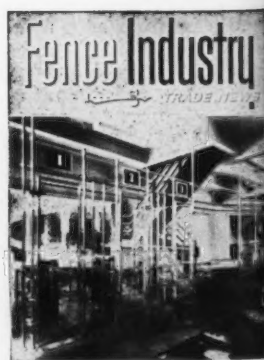
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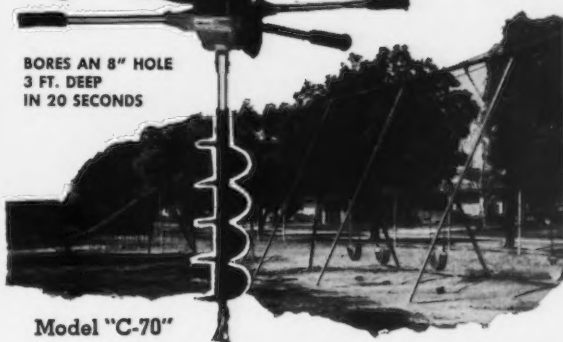
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